

## MANAGEMENT DEVELOPMENT PROGRAMMES

### PEOPLE & TEAM MANAGEMENT

Course Title	: <b>LEADING &amp; MANAGING PEOPLE</b>
Course Code	: P&TM: L&MP
Course Overview	: How do you get people to follow your lead? Our success depends upon our ability to influence others. Influence means knowing how to use the principles of human behaviour and communication to engage employees in serving our goals, by linking to their individual values. Leading and Managing People offers participants an opportunity to step free of the blind spots that automatically arise in fast-paced, get-it-done work situations. They will see how they affect their employees – positive and negatively – and gain practical tools and frameworks for leading them more effectively.
Target Audience	: Managers at all levels are invited. It is the depth of their experience in managing people, rather than their organisational level, that determines the appropriateness of this course. Managers currently experiencing difficulties or executives who want to reassess their style and mode of influencing others will benefit from this course's results-oriented structure.
Selected Session Topics	: <ul style="list-style-type: none"> <li>- <b>Fundamental questions of leadership</b></li> <li>- <b>Human influence: achieving results through others</b></li> <li>- <b>Understanding values: the drivers of all behaviours</b></li> <li>- <b>Power stories: adding influence to leadership</b></li> <li>- <b>What leaders should know about organisations</b></li> </ul>
Key Take-Away	: <ul style="list-style-type: none"> <li>- Strengthen ability to manage and lead people.</li> <li>- Understanding how personal approach to leadership affects interaction and success with others.</li> <li>- Appreciate the power of influence, and test new approaches for influencing others.</li> <li>- Communicate with greater impact by using stories and other techniques to influence and inspire others.</li> <li>- Use new insights on leadership, motivation, and influence to resolve a current management challenge.</li> </ul>

